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# Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

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APPROVED BY:EB/OCA/CM/LKLIEFORTH
COM/BIC/CAGNE/PBHALE
STATE/NEA/KKOLB
NEA/ARN:MHMAUGHAN

---------- 074496
R 030927Z APR 76
FM SECSTATE WASHDC
TO AMEMBASSY ABU DHABI
AMEMBASSY ATHENS
USINT BAGHDAD
AMEMBASSY CAIRO
AMEMBASSY JIDDA
AMCONSUL DHAHRAN
AMEMBASSY DOHA
AMEMBASSY KUWAIT
AMEMBASSY MANAMA
AMEMBASSY TEHRAN

UNCLAS STATE 080468

KUWAIT POUCH DAMASCUS

E.O. 11652: N/A

TAGS: BEXP, XF, GR

SUBJECT: VISIT OF PETER L. SUTHERLAND REGARDING
AUGUST ARAB-AMERICAN-IRANIAN BUSINESS CONFERENCE IN MAINE

REF: STATE 295849

1. PETER L. SUTHERLAND, ASSISTANT DIRECTOR FOR THE NATIONAL
ARAB-AMERICAN-IRANIAN BUSINESS CONFERENCE TO BE HELD AT THE
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UNIVERSITY OF MAINE, AUGUST 2-6, 1976, WILL BE VISITING
INDICATED POSTS, PLUS DUBAI AND RIYADH, FOR THE PURPOSE OF
INVITING ARAB AND IRANIAN BUSINESSMEN AND PROMINENT GOVERN-
MENT OFFICIALS TO THE CONFERENCE. THE PEOPLE INVITED WILL
BE MEETING FACE-TO-FACE WITH AN EXPECTED SEVERAL HUNDRED

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SENIOR AMERICAN BUSINESS EXECUTIVES TO DISCUSS THE PURCHASE OF MANUFACTURED PRODUCTS. A SECOND GROUP OF AMERICAN BUSINESSMEN WILL BE INTERESTED IN JOINT VENTURES, LICENSING, TURN-KEY OPERATIONS, ETC. PLEASE NOTE CHANGE IN EMPHASIS FROM REFERENCED TELEGRAM, I.E., FROM AN INSTRUCTIONAL TO A FACE-TO-FACE BUSINESS APPROACH. IT IS FELT THAT THIS MAY BE THE FIRST LARGE-SCALE CONFERENCE HELD IN THE UNITED STATES WHERE ARAB AND IRANIAN BUSINESSMEN WILL HAVE THE OPPORTUNITY FOR FACE-TO-FACE DISCUSSIONS WITH PRE-SELECTED AMERICAN BUSINESSMEN REGARDING SPECIFIC PRODUCTS FOR SALE AND MANUFACTURE. (FOR YOUR INFORMATION, THE CONFERENCE

WILL BE PAYING THE COST OF INTERNATIONAL TRAVEL AND EXPENSES IN MAINE FOR INVITED GOVERNMENT OFFICIALS. INVITED BUSINESSMEN WILL PAY THEIR OWN INTERNATIONAL TRAVEL COSTS BUT THE COSTS OF THEIR U.S. TRAVEL AND STAY AT THE CONFERENCE WILL BE COVERED BY THE UNIVERSITY OF MAINE.

2. SUTHERLAND ITINERARY AS FOLLOWS: ARR. ATHENS, APR. 12; ARR. CAIRO, APR. 13; ARR. JIDDA, APR. 17; ARR. RIYADH, APR. 20; ARR. DHAHRAN, APR. 24; ARR. MANAMA, APR. 28; ARR. ABU DHABI, APR. 30; ARR. DUBAI, MAY 3; ARR. DOHA, MAY 5; ARR. KUWAIT, MAY 7; ARR. BAGHDAD, MAY 11,; ARR. DAMASCUS, MAY 14; ARR. TEHRAN, MAY 18; LV. TEHRAN, MAY 23. WILL CONTACT COMMERCIAL OFFICERS EARLY MORNING OF ARRIVAL AT EACH POST. IN ADDITION, WILL CONFIRM TIME OF ARRIVAL AT EACH POST TWO DAYS IN ADVANCE.

3. POST ADVICE AND ASSISTANCE WOULD BE APPRECIATED BY SUTHERLAND IN ARRANGING SMALL RECEPTIONS HE WOULD LIKE TO HOST FOR GOVERNMENT OFFICIALS AND PROMINENT BUSINESSMEN. CAGNE HAS ADVISED SUTHERLAND THAT EXTENT OF ASSISTANCE WILL DEPEND ON POST WORKLOAD, BUT THAT EMBASSY OFFICERS WILL TRY TO BE AS HELPFUL AS POSSIBLE.

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4. (FOR ATHENS ONLY): SUTHERLAND BEGINNING TOUR IN ATHENS IN ORDER TO CONFER WITH JAMES LEFEAVER, RTDO, REGARDING THE AIMS OF THE CONFERENCE AND TO SOLICIT LEFEAVER'S ADVICE REGARDING USEFUL CONTACTS IN THE NEAR EAST. KISSINGER

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<< END OF DOCUMENT >>

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**Secure:** OPEN
**Status:** NATIVE
**Subject:** VISIT OF PETER L. SUTHERLAND REGARDING
**TAGS:** BEXP, XF, GR
**To:** ABU DHABI
ATHENS
BAGHDAD
CAIRO
JIDDA
DHAHRAN

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DOHA
KUWAIT
MANAMA
TEHRAN
**Type:** TE
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006

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